



NEWS RELEASE

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WELLFLEET'S MAC HAY AND ALEX HAY, OWNERS OF MAC'S SEAFOOD, WIN SBA AWARD

BOSTON -- MacGregor Hay and Alexander Hay, brothers and owners of Wellfleet-based Mac's Seafood, have been named the U.S. Small Business Administration's 2004 Massachusetts Young Entrepreneur Award winners, according to an announcement by Mark S. Hayward, Acting Massachusetts SBA Director.

The SBA presents the Young Entrepreneur of the Year Award annually to an individual or individuals who are under the age of 30 and own and operate a small business with a three-year track record. Nominations are evaluated on the following criteria: (1) Evidence of success as measured by sales and profits. (2) Increased employment opportunities created by the nominee's business. (3) Development and/or utilization of innovative or creative business methods and (4) Demonstrated entrepreneurial potential necessary for long-term business success and economic growth. Mac and Alex Hay were nominated for this award by Gwen Pelletier, Executive Director, Lower Cape Cod Community Development Corporation.

"The SBA recognition awards honor the best small business has to offer, and Alex and Mac Hay are an outstanding choice," said SBA Regional Administrator Jeffrey Butland. "This is an outstanding testimonial, not only to their accomplishments, but to their commitment and dedication to small business success and community service as well. I join my SBA colleagues in congratulating Alex and Mac on this significant achievement."

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Wellfleet Harbor Seafood Co., Inc., d/b/a Mac's Seafood was established in 1995 as a small seasonal seafood market. At that time the owners, Mac Hay and Alex Hay, then ages 20 and 16 respectively, approached the business "from a let's have fun type of attitude." After four successful seasons in the fish market business, they decided to grow the business to the next level and purchased the waterfront real estate they had been leasing along with a take-out restaurant that also leased space in this property. Mac's Seafood has grown into a seasonal retail food sales operation which includes a seafood market, sushi bar, dairy bar, a casual gourmet and takeout restaurant with waterfront dining. The business also offers catering services. Revenues and payroll have grown an impressive 20 percent per year since Mac's first opened nearly 10 years ago. Mac's Seafood donates thousands of dollars to a variety of non-profits in Wellfleet including the PTA, the Little League, the fire department and chamber of commerce.

"Alex and Mac represent the very best in entrepreneurship," said Hayward. "As creative, resourceful entrepreneurs, they serve as powerful role models for their peers. The awards committee was very impressed with their vision, leadership and the strong commitment to the community they serve, as well as with their ability to overcome the significant challenges common to seasonal businesses."

Mac and Alex Hay will be honored as 2004 Young Entrepreneurs for Massachusetts at an awards luncheon. The Massachusetts Small Business Person of the Year, Larry O'Toole, president of Somerville-based Gentle Giant Moving Company, Inc. will be honored along with eight other small businesses and champions from throughout the state. The event is open to the public and those interested in attending should contact Christine Carter at SBA at 617-565-5560.

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